

ANNUAL REPORT - 2003
Department of Economic Development
Fauquier County, Virginia

Date Submitted:
March 17, 2003

Submitted by:
Talmage Reeves, Department Head

**DEPARTMENT OF ECONOMIC DEVELOPMENT
WORK PLAN 2003**

Short Term:

Business Development Web Site Review Committee (1st Quarter)

Emergency Operation Center Business Contact List (1st Quarter)

Great Meadows Business Outreach Project (3rd Quarter)

SFBOA

Community College

Marshall Business & Residents Association

Popular Springs Resort

Balanced Score Card Task: Location and Mapping of County Businesses Within and Outside of the Service Districts. (1st Quarter)

Chamber Business Directory, Business Assistance Advertisement (2nd Quarter)

Opal Service District, Water Implementation Project (3rd Quarter)

Long Term:

Mill Run Business Park Review Process (ongoing)

17/66 Business Park Progress Development (ongoing)

Economic Development Advisory Council Work Plan 2003 (4th Quarter)

Education / Work Force Committee

Fast Track Exploratory Committee

Tourism Advisory Committee Staffing (ongoing)

Site / Building Informational Meeting (3rd Quarter)

Commercial Realtors

Bank/Financing Representatives

Virginia Scan Presentation

Fauquier Co. Web Site

ELMA, Inc. (German Company) Continual Follow-up (ongoing)

Airport Industrial Area Sewerage System Development Project (4th Quarter)

Develop Business Development/Business Assistance Prospects (ongoing)

Fauquier County Economic Development Department Representative Sample Activities Report

Staff Members:

Talmage Reeves, Department Head

Beverly Pullen, Clerical / Administrative Assistant

Board of Supervisor Appointed Council and Committee Responsibilities:

Fauquier County Economic Development Advisory Council (bi-monthly meeting)

Fauquier County Tourism Committee (bi-monthly meeting)

County Representative With Reporting Responsibilities:

Fauquier County Chamber of Commerce Board of Directors (at-large representative)

Fauquier County Technology Alliance Board of Directors (at-large representative)

Fauquier County Workplace Board of Directors (County representative)

Planning District Economic Development Operations Group (County representative)

Virginia Chamber of Commerce (County Representative)

Fauquier County / Vint Hill Liaison Committee (Staff lead)

Vint Hill Economic Development Authority (County representative)

County / Business Ombudsman Designation by Board of Supervisors

Business Retention/Expansion:

*Ross Industries, Inc. (resolved multiple site and zoning issues keeping company in County, continue to work with company on sewer expansion project).

*Schiebel Technologies, Inc. (located expansion site and coordinated zoning issues allowing company to expand in County)

*CHEMectrics, Inc. (led County initiative to resolve location issues to allow expansion of company in Fauquier County under direct competition from Culpeper and Prince William County)

*Mill Run Business Park (assisting in all levels of permitting and approvals, as well as prospect assistance)

Hunter Center Business Park (worked with owner to upgrade appearance to attract higher end users – important non-profit has since located there)

Buccaneer Computer Services, Inc. (assisted in location of expansion site – company has gone from 1,200 square feet to 11,000 square feet and tripled employees)

**Gaithersburg Cabinetry and Mill Work, Inc. (led in successful financing of State Industrial Revenue Bonds to finance acquisition of and land for expansion, new building and equipment)

Additional Commercial/Industrial Projects:

Remington Grocery; Warrenton Wire Factory; ***Tart Lumber; Kastle Green Golf Course; ***R.G. Technologies, Inc.; ***NSC Technologies, Inc., AirServe International; Elma, Inc.; Claire's Catering Service; Popular Springs Resort & Spa.

(Additional discussion of projects is available, maintaining confidentiality of specific details).

- * Development Plans in County Site Plan Review Process
- ** Local Bank Approved Sponsoring Revenue Bond
- *** Projects Did Not Materialize

Special Projects:

- *Bandwidth Task Force Study Committee (lead staff)
- *Utilities Task Force Study Committee (lead staff)
- Opal Service District Water System Implementation Plan (lead staff)
- Airport Industrial Area Sewerage Development Project (lead staff for business support)
- County/Town/Chamber of Commerce Visitor Center Service Agreement (lead staff)
- Tourism Web Page Review Committee
- Business Development Review Committee
- *Projects Completed with copies available

Tourism Program:

Developed, in-house, the first Fauquier County tourism advertisement (placed in Virginia Trip Planner and Historic Preservation Magazine – generated over 300 responses nationwide)

Converted print tourism ad into the official County web page marketing tool – www.fauquiertourism.com

County proposal for Virginia Nippon Classic Japanese Conference & Golf Tournament (staff lead); County proposal came in second in State competition. Site awarded to Fawn Lake Country Club.

Great Meadows Community Outreach Program

Other Projects:

Economic Development Advisory Council, Education & Work Force Review Committee (Developed to review relationship between secondary & higher education and the business community.)

Economic Development Advisory Council Fast Track Exploratory Committee (Developed to work with Community Development to review how other communities do fast track process)

Remington Community Partnership/Affiliate Main Street Designation (County representative in development)

Designed and developed the first Fauquier County Business Development Web Page www.fauquiercounty.gov/business.index (Web Site Review Group currently working on up-grades and enhancements to web site)

Outside Associations:

Virginia Economic Development Association, Board of Directors, 2001-2003

Northern Virginia Economic Development Coalition, President, 2001-2003

Virginia Regional Organization Board

PROPOSED WORK PLAN
JANUARY 2002– JUNE 2002
DEPARTMENT OF ECONOMIC DEVELOPMENT

(ALL TASKS COMPLETED AS OUTLINED)

***January, 2002:**

- Propose to IR Department a redesign of the Economic Development Web Page.
- Map specific industrial/commercial properties in the Marshall Service District to identify the availability of water/sewer infrastructure.
- Host by-monthly coordination meeting with Chamber of Commerce, Town of Warrenton, Vint Hill, Small Business Development Center and Downtown Partnership.

***February, 2002:**

- Introduce the Virginia Capital Access Program (a specific financing program for small businesses) to the Fauquier Technology Alliance and at least two local banks.
- Meet with Community Development Department to update coordination activities between our respective departments.
- Staff the Economic Development Advisory Council (EDAC) Bandwidth Study Group.
- Complete detailed property mapping of I-1 and I-2 in the Marshall Service District.

***March, 2002:**

- Coordinate meeting with the Fauquier County Industrial Development Authority and Virginia Department of Business Assistance specialist on Industrial Revenue Bond Financing.
- Establish direct on-line service with the Commissioner of Revenue for revenue source information by general business categories (commercial/industrial/agriculture).
- Host by-monthly coordination meeting with Chamber of Commerce, Town of Warrenton, Vint Hill, Small Business Development Center and Downtown Partnership.
- Complete site mapping for Marshall District industrial/commercial property.

***April, 2002:**

- Hold meeting on tourism marketing with Chamber of Commerce Tourism Committee and Downtown Partnership and other interested parties.
- Complete updated GIS mapping information to have on-line for ready access from Economic Development Department computers.
- Complete detailed property listing of I-1 and I-2 property in the New Baltimore Service District.

***May, 2002**

- Host coordination meeting with Chamber of Commerce, Town of Warrenton, Vint Hill, Small Business Development Center and Downtown Partnership.
- Host Virginia Business Appreciation Week event at the Vint Hill Inn with the focus being the promotion of Vint Hill.

***June, 2002:**

- Complete detailed property listing of I-1 and I-2 in the Opal Service District.

***Ongoing Monthly Activities :**

- Maintain work with existing business issues.
- Continue work with soliciting and responding to new business contacts.
- Maintain support activities for the Fauquier County Economic Development Advisory Council.

ATTACHMENTS:

- A. Departmental Balanced Scorecard